

## Message Text

UNCLASSIFIED

PAGE 01 OTTAWA 00077 092250Z

70

ACTION EUR-12

INFO OCT-01 ISO-00 PA-02 PRS-01 USIA-15 CIAE-00 INR-07

NSAE-00 RSC-01 EB-07 TRSE-00 COME-00 H-02 ARA-10 /058 W

----- 111390

R 092209Z JAN 75

FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 5355

INFO AMCONSUL MONTREAL

AMCONSUL TORONTO

AMCONSUL VANCOUVER

UNCLAS OTTAWA 0077

E.O. 11652: N/A

TAGS: ESTC, CA, CU

SUBJECT: FINANCIAL POST ARTICLE: "HOW CANADIANS GET U.S. GOODS  
INTO CUBA

1. IN HALF-PAGE ARTICLE BY ROGER WORTH ON PAGE THREE OF  
JANUARY 11 ISSUE OF TORONTO WEEKLY, FINANCIAL POST (FP),  
NEWSPAPER CARRIES SENSATIONAL AND, WE THINK, PROBABLY  
EXAGGERATED ARTICLE BASED ON INTERVIEWS WITH THREE  
CANADIAN BUSINESSMEN INVOLVED IN CUBA TRADE. THEY TELL  
"A FASCINATING STORY OF SECRECY, INTRIGUE, CONVERSATIONS  
WITH U.S. CENTRAL INTELLIGENCE AGENCY OFFICIALS". GIST  
OF ARTICLE FOLLOWS:

2. CANADIAN BUSINESSMEN INVOLVED ARE "TAKING ADVANTAGE  
OF LOOPHOLES IN U. S. EXTRATERRITORIAL LEGISLATION... BUYING  
GOODS PRODUCED BY U.S. FIRMS, CHANGING LABELS OR ADDING  
COMPONENTS PRODUCED BY CANADIAN-OWNED FIRMS, AND SHIPPING  
THE FINISHED PRODUCTS TO CASTRO'S CUBA AS CANADIAN  
MERCHANDISE".

3. "THE TWENTY TO THIRTY SMALL CANADIAN FIRMS INVOLVED  
IN THE PROFITABLE TRADE SAY THEY CAN PROVIDE ALMOST ANY  
U.S. PRODUCT THE CUBANS WANT."

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 OTTAWA 00077 092250Z

RMONE BUSINESSMAN INTERVIEWED BY FP REPORTEDLY SAID

"ABOUT 50 PERCENT OF THE PARTS IN THE MACHINE THEY (THE CUBANS) PURCHASED ARE MADE IN THE U.S. AND SOME ARE MADE BY CANADIAN SUBSIDIARIES OF AMERICAN COMPANIES." THIS BUSINESSMAN REPORTEDLY BELIEVES HE HAS BEEN PUMPED BY C.I.A. AGENTS, ONCE IN A BAR AND ONCE ON A PLANE. THIS SAME BUSINESSMAN ALSO REPORTEDLY TOLD FP, "THE AMERICAN LAW IS SILLY AND STUPID, BUT IT HAS GIVEN MY COMPANY AN OPPORTUNITY TO BREAK INTO THE CUBAN MARKET AND WE DON'T HAVE TO COMPETE WITH AMERICAN FIRMS".

5. ANOTHER CANADIAN BUSINESSMAN REPORTEDLY DEALS IN A PRODUCT WHERE LABELS HAVE TO BE CHANGED BEFORE THE ITEMS ARE SHIPPED. "WE PLACE OUR COMPANY LABEL ON TOP OF THE AMERICAN ONE", HE REPORTEDLY SAID.

6. A THIRD CANADIAN BUSINESSMAN REPORTEDLY TOLD FP THAT U.S. MULTI-NATIONAL FIRMS KNOW THEIR PRODUCTS ARE ENDING UP IN CUBA BUT, "THEY DON'T CARE".

7. THE THREE CANADIAN BUSINESSMEN REPORTEDLY TOLD FP THAT CANADIAN SUBSIDIARIES WILL NOT GET THE CUBAN BUSINESS UNLESS THEY GO LOOKING FOR IT, AND THIS THEY WILL NOT DO IF THEY FEEL THE PARENT U.S. COMPANY MIGHT BE HARMED IN THE PROCESS. THUS, "WE ONLY HEAR ABOUT THE DEALS THE U.S. GOVERNMENT TURNS DOWN OR APPROVES. WHAT REALLY HURTS CANADA ARE THE DEALS THAT NEVER GET DISCUSSED."

8. ARTICLE CONCLUDES THAT THE TWENTY TO THIRTY CANADIAN BUSINESSMEN INVOLVED ARE HAPPY THE AMERICAN MULTINATIONALS ARE NOT INVOLVED, BECAUSE "WHO NEEDS MORE COMPETITION?"

9. ARTICLE BEING AIRPOUCHED EUR/CAN- BROWN.

10. EMBOFF JANUARY 9 BROUGHT ARTICLE TO ATTENTION OF COGNIZANT DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE OFFICIAL, WHO HAD NOT YET SEEN IT.  
PORTER

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PRESS COMMENTS, BUSINESSMEN, STRATEGIC TRADE CONTROLS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975OTTAWA00077  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750009-0780  
**From:** OTTAWA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750166/aaaacfok.tel  
**Line Count:** 98  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** buchant0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 24 MAR 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <24 MAR 2003 by RicharJA>; APPROVED <06 JAN 2004 by buchant0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FINANCIAL POST ARTICLE: "HOW CANADIANS GET U.S. GOODS INTO CUBA  
**TAGS:** ESTC, CA, CU  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006